UNDERSTANDING THE STATEMENT

TPSX52B1 RJR CO-MARKETING STATEMENT						
ACCOUNT:	123456	JOE'S MARKET				
SALES LEV	EL: 214001	401 N. MAIN STR	EET	SEGMENT:		
PAY DIVIS	ION: 2140	401 N. MAIN STR WINSTON-SALEM,	NC 27101	CONTRACT TYPE:	: ALL	
		· # = = = # = = # F	<u> </u>	(PROJ)		
1ST QUAR	TER 1994	JANUARY		HARCH	TOTAL	
COMMIT	Base (a)	46	46	46		
	ATCH (B)	23	23		69	
RETAI	HATCH (C)	23	23	23	69	
		CUNDS (A+B+C)			276	
rjr at	/ailable fu	IDS (A+B)			207-	
	AYHENTS				B 0	
RJR U	NUSED BALANC				207	
		(PROJ)				
	TER 1994	APRIL	MAY	June	TOTAL	
	g base (a)		46		138	
RJR M	ATCH (B)	. 23	23		69	
RETAL	L MATCH (C)	23	23	23	. 69	
		FUNDS (A+B+C)			276	
	vailable fu	NDS (A+B)			207	
	AYMENTS				0	
RJR U	NUSED BALAN				207	
		(PROJ)	(PROJ)			
	TER 1994	JULY	AUGUST		TOTAL	
	G Base (A)	46	46	46	138	
RJR M	ATCH (B)	23	23	23	69	
RETAI	L MATCH (C)	23	23	23	69	
	-	FUNDS (A+B+C)			276	
•	VAILABLE FU	NDS (A+B)	_		207	
	AYMENTS		9		0	
RJR U	NUSED BALAN	CE	•	4-4-5	207	
A	1001	(PROJ)	(PROJ)	(PROJ)	m0#1:	
	TER 1994	OCTOBER			TOTAL	
	S BASE (A)		46		138	
	ATCH (B)	23	23	_	69	
RETAI	L MATCH (C)	23	23	. 23	69	
TOTAL	AVAILABLE	FUNDS (A+B+C)			276	
RJR A	VAILABLE FU	NDS (A+B)			207	
RJR P	AYMENTS				0	
RJR U	NUSED BALAN	CE			207	
YEAR 199					TOTAL	
CONKT	G (A)				552	
	ATCH (B)				276	
RETAI	L MATCH (C)				276	
		FUNDS (A+B+C)			1,104	
RJR A	vailable fu	NDS (A+B)			829	
RJR P	AYMENTS		1000 \$	SOTC.	0	
9 19 m	NUSEO BALANG	re	∠586 ⊅	7817	828	

This is an example of a retailer who selected RJR/Retail M. In. If Base Rate had been selected, no figures would be displayed in the RIR Match and Retail Match fields.

- This section indicates what selection criteria was entered to obtain this report.
- 2 COMKTG BASE This indicates the base amount RJR will accrue toward payment of a co-marketing promotion. This figure is based on the retailer's average industry volume and is derived from the Industry Volume grid. It includes only the base rate portion of the RJR match funds. It does not include the "match" portion of the funds. This amount represents RJR's minimum liability.*
- 3 RJR MATCH This field indicates the maximum amount RJR will match toward the co-marketing promotion. It represents 50% of the amount in the COMKTG BASE field. *
- RETAIL MATCH This indicates the amount the retailer will match toward the co-marketing promotion. It represents 50% of the amount in the COMKTG BASE field.
- 5 TOTAL AVAILABLE FUNDS This indicates the total accrued amount available for the promotion.
- 6 RJR AVAILABLE FUNDS This indicates RJR's maximum liability amount. The amount should equal the sum of the COMKTG BASE and RJR MATCH fields.
- RJR PAYMENTS This indicates the amount RJR has paid toward the promotion for the accrual period. The payment associated with each quarter of Co-Marketing will debit the statement. Vouchers will be posted immediately. Drafts will be posted when they clear the bank.
- 8 RJR UNUSED BALANCE This indicates RJR's unused balance for the quarter. This amount cannot be carried over to subsequent quarters.
- (PROJ) This flag appears when actual amounts have not yet been posted. Denotes projected amount based on last month of actual amount. Any column without the (PROJ) flag denotes actual amounts.
- These are yearly totals for the accrual statement.

 NOTE: The contracted SIS entry for the RJR/Retail Match includes both the Co-Marketing Base Amount and the RJR Match amount. The Co-Marketing Statement separates these amounts for you to simplify the payment process.

TPSK5281	RJR CO-MARKETING	STATEMENT		09/25/94		
ACULAIT : 188212	BERNIE PART SHOPPE		CHAIN ID:	. :		
	308 N UNION AVE		SEGMENT :	LQ		
	ALLIANCE OH 44601					

1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL		
COMKTG BASE (A)	0	0	0	0		
RJR MATCH (B) RETAIL HATCH (C)	0	Õ	ů	0		
REINIC HAICH (U)	v	•	Ť	· ·		
TOTAL AVAILABLE FUNDS				0		
RJR AVAILABLE FUNDS (A+B)			0		
RUR PAYMENTS	•			0		
RJR UNUSED BALANCE				v		
2ND QUARTER 1994	APRIL	MAY	JUNE	TOTAL		
CONKTG BASE (A)	0	0	0	0		
RJR MATCH (8)	0	0	0	0		
RETAIL HATCH (C)	D	0	.0	0		
TOTAL AVAILABLE FUNDS	(A+B+C)			0		
RJR AVAILABLE FUNDS (A+B)			0	,	
RJR PAYMENTS				0		
RJR UNUSED BALANCE				0		
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	Contract (Ontion 1) official de Co	- ~
CONKIG BASE (A)	78	78	78	234	Contract (Option 1) effective in S	12
RJR MATCH (B)	0	0	0	0	July 1, 1994.	
PETAIL MATCH (C)	C	0	0	. 0	•	
((77/	Promotion cannot take place this	
AL AVAILABLE FUNDS				234 234	quarter.	
RUR AVAILABLE FUNDS ((A+B)			234		
RJR PAYMENTS				234		
RJR UNUSED BALANCE	(PROJ)	(PROJ)	(PROJ)			
4TH QUARTER 1994	OCTOBER	HOVEMBER	DECEMBER	TOTAL	0.3 0	
CONKIG BASE (A)	78	78	78	234	3rd Quarter accrual \$ can be utili	zed
RJR MATCH (B)	Ó	0	0	0	4th Quarter to pay for promotion.	
RETAIL MATCH (C)	0	Ò	0	0	•	
					Meanwhile \$ are accruing 4th Quart	er
TOTAL AVAILABLE FUNDS	S (A+B+C)			234	for a promotion which can take place	ce
RJR AVAILABLE FUNDS ((8+A)			234	in 1st Quarter 1994.	
RJR PAYMENTS				0	In 100 degrees 13344	
RJR UNUSED BALANCE				234		
VEAD 100/ TOTAL		CT CL. LENGT.		TOTAL		
YEAR 1994 TOTAL COMKIG BASE (A)				468		
RJR MATCH (B)				0	ប	
RETAIL MATCH (C)				Ö	π	
					4 4	>
TOTAL AVAILABLE FUNDS				468		
RJR AVAILABLE FUNDS ((A+B)			468	φ 8	
RJR PAYMENTS				0	ហ	
RJR UNUSED BALANCE				468	Ď.	

EXAMPLE:

Handheld entry to pay for a promotion that takes place in November 1994.

3rd QTR CMF 1994.

1		
ALL	at 🗀	:
TERR	1 TORY	:
PAY	DIVISIO	ON :

335470 KRESS 1GA 406 NOBLE ST W EAST CANTON OH 44730

CHAIN ID: SEGMENT : SM

计存储存储器可以存货并以订为自然的数据的		***********	**************	*********	
1ST QUARTER 1994	JANUARY.	FEBRUARY	MARCH	TOTAL	Contract (Option 2) entered in SIS
COMKTG BASE (A)	84	84	84	252	effective January 1, 1994
RJR MATCH (B)	42	42	42	126	critically is rype
RETAIL HATCH (C)	42	42	42	126	•
TOTAL AVAILABLE FUNDS ((A+B+C)			504	
RJR AVAILABLE FUNDS (A	+B)			378	
RJR PAYMENTS					Payment was made for a 2nd Quarter
RJR UNUSED BALANCE				0,	Promotion in the amount of \$378.00.
2ND QUARTER 1994	APRIL	MAY	JUNE	TOTAL	THE PARTY NAMED OF THE PARTY NAMED IN COLUMN N
CONKTG BASE (A)	84	84	84	252	H/H Entry: 1st QTR CMF 1994.
RJR MATCH (B)	42	42	42	126	
RETAIL MATCH (C)	42	42	42	126	
TOTAL AVAILABLE FUNDS	(A+B+C)			504	•
RJR AVAILABLE FUNDS (A-				378	Payment was made for a 3rd Quarter
RJR PAYMENTS				378	Promotion in the amount of \$378.00.
RJR UNUSED BALANCE				0	THOMOSTON IN the amount of \$370.00.
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	H/H Entry: 2nd QTR CMF 1994.
CONKTG BASE (A)	84	84	84	252	
RJR MATCH (B)	42	42	42	126	
RETAIL MATCH (C)	42	42	42	126	
(AL AVAILABLE FUNDS	(44040)			504 6	,
KJR AVAILABLE FUNDS (A				378	Page
RJR PAYKENTS	107			0	promotion which can be worked in
RJR UNUSED BALANCE				378	
NAK GROSED DICERROL	(PROJ)	(PROJ)	(PROJ)		October/November or December 1994
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER	TOTAL	4th Quarter.
COMKTG BASE (A)	0	0	0	0	·
RJR MATCH (B)	Ō	ŏ	ŏ	ō	
RETAIL MATCH (C)	ŏ	ŏ	ō	ŏ	
TOTAL AVAILABLE FUNDS	/4+R+C\			0	
RJR AVAILABLE FUNDS (A	_			ă	
RJR PAYMENTS	,,,,			ň	
RJR UNUSED BALANCE				ŏ	
****************	**==*******			*********	
YEAR 1994 TOTAL				TOTAL	
CONKTG BASE (A)		1		756	
RJR MATCH (B)				378	
RETAIL MATCH (C)				378	
TOTAL AVAILABLE FUNDS	(A+B+C)			1,512	
RJR AVAILABLE FUNDS (A				1,134	
RJR PAYMENTS	· - •			756	
RJR UNUSED BALANCE				378	

RJR AVAILABLE FUNDS (A+B)

RJR PAYMENTS

RJR UNUSED BALANCE

0

135

-135

* *					
ACL1 : 652002	MAGGIORE CONVENIEN	T	CHAIN ID:	·	•
TERRITORY :	509 15TH ST NV		SEGMENT : C	N	
PAY DIVISION:	CANTON OH 44703				
		BERBERBER	医克里里共享的特殊性性	********	
1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL	į.
COMKTG BASE (A)	0	0	0	0	
RJR MATCH (B)	.0	0	0	0	
RETAIL HATCH (C)	0	0	0	0	
TOTAL AVAILABLE FUND	S (A+B+C)			0	
RIR AVAILABLE FUNDS	(A+B)			Ó	
RJR PAYMENTS		•		0	•
RJR UNUSED BALANCE				0	
2ND QUARTER 1994	APRIL	HAY	JURE	TOTAL	
CONKTG BASE (A)	0	. 0	0	0	
RJR MATCH (B)	Q	O	0	0	
RETAIL MATCH (C)	0	0	0	. 0	
TOTAL AVAILABLE FUN	DS (A+B+C)			0	
RJR AVAILABLE FUNDS				0	
RJR PAYMENTS				0	
RJR UNUSED BALANCE				0	
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	Contract entered in SIS effective
COMKTG BASE (A)	0	78	78 .	156	August 1, 1994. Only \$156.00
RJR MATCH (B)	0	0	0	0	
RYTTL HATCH (C)	0	. 0	0	0	available monies accrued for 4th
(\				454	Quarter Promotion.
L AVAILABLE FUND				156	
RJR AVAILABLE FUNDS	(¥+R)		•	156	If account qualifies, effective dat
RJR PAYMENTS				0	of July 1, 1994, would offer higher
RJR UNUSED BALANCE	(0001)	400013	(0001)	. 156	accrual dollars.
(=u ausawes 100/	(PROJ) OCTOBER	(PROJ) NOVEMBER	(PROJ) December	TOTAL	
4TH QUARTER 1994	0C1088K 78		78	234	
COMKTG BASE (A)	,, 0	78 0	0	234	
RJR MATCH (B)	0	Ö	ŏ	0	
RETAIL MATCH (C)	v	•	•		
TOTAL AVAILABLE FUN	DS (A+B+C)			234	
RJR AVAILABLE FUNDS	(A+B)			234	
RJR PAYMENTS				D	
RJR UNUSED BALANCE				234	
作品宣言的医型现在现在的现在分词的现在分词	2.3.2.2.2.2.2.2.3.2.2.2.2.2.2.2.2.2.2.2	******	************		
YEAR 1994 TOTAL				TOTAL	
COMKTG BASE (A)	•			390	
RJR MATCH (B)			•	0	
RETAIL MATCH (C)				0	
TOTAL AVAILABLE FUR	D\$ (A+B+C)			390	
RJR AVAILABLE FUNDS	(A+B)			390	
RJR PAYMENTS				0	
RJR UNUSED BALANCE				390	

AC (: 064144 TERRITORY : PAY DIVISION:	BELDEN VILLAGE SHI 5400 WHIPPLE AVE I NORTH CANTON OH 4	ИЛ	CHAIN ID: SEGMENT : PC	- • ·	
计算机电路线管计算机器设置设计计划设置电路线	· 其中的表示的作为于古古古古古典的	******	· CD 应应类 计 M & D D E C D E C H # 1	*******	
1ST QUARTER 1994 COMKTG BASE (A) RJR MATCH (B)	<u> </u>	FEBRUARY 60 30	MARCH 60 30	TOTAL 180 90	Payment made for promotion worked /2nd Quarter.
RETAIL HATCH (C)	30	30	30	90 360	H/H Entry: 1st QTR CMF 1994.
RJR AVAILABLE FUNDS RJR PAYMENTS RJR UNUSED BALANCE				270 270 0	
	APRIL	HAY	JUNE	TOTAL	
2ND QUARTER 1994 COMKTG BASE (A) RJR MATCH (B)	60 30 30	60 30 30	60 30 30	180 90 90	Payment made for promotion worked 3rd Quarter.
RETAIL MATCH (C) TOTAL AVAILABLE FUNC	S (A+B+C)	30	, 30	360	H/H Entry: 2nd QTR CMF 1994.
RJR AVAILABLE FUNDS RJR PAYMENTS RJR UNUSED BALANCE	(A+B)		•	279/ 270 0	•
3RD QUARTER 1994	<u> nnŕž</u>	AUGUST	SEPTEMBER	TOTAL	Contract was revised according to
COMKTO BASE (A) RJR MATCH (B) RF***IL MATCH (C)	46 23 23	46 23 23	46 23 23	138 69 69	volume grid effective July 1, 1994, in SIS. RJR dollars available has
(L AVAILABLE FUND				276	gone down to \$207.00 for a promotion to be worked 4th Quarter.
RJR PAYMENTS RJR UNUSED BALANCE	(Y+R)			207 0 207	•
KAK ONDSED BUTKHOC	(PROJ)	(PROJ)	(PROJ)	201	
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER 46	TOTAL 138	
COMKTG BASE (A) RJR NATCH (B)	46 23	46 23	23	69	
RETAIL MATCH (C)	23	23	23	69	
TOTAL AVAILABLE FUND RJR AVAILABLE FUNDS				276 20 7	
RJR PAYMENTS RJR UNUSED BALANCE		-		0 207	
YEAR 1994 TOTAL	E 第 2 表 2 生 2 生 2 年 3 年 4 年 5 年 5 年 5 年 5 年 5 年 5 年 5 年 5 年 5	***********	发光器 各基本 在 不 不 不 不 本 本 本 本 本 本 本 本 本 本 本 本 本	TOTAL	•
COMKTG BASE (A)				636	•
RJR MATCH (B) RETAIL MATCH (C)				318 318	
TOTAL AVAILABLE FUN				1,272	
RJR AVAILABLE FUNDS	(8+A)			954 540	
RJR PAYMENTS RJR UNUSED BALANCE				414	

RJR CO-MARKETING STATEMENT

09/25/94

,\					
At .T : 220519	BUCKEYE BEVERAGE		CHAIN ID:		
TERRITORY : PAY DIVISION:	301 VIERNA AVE NILES ON 44446		SEGMENT : CN		
PAI ULVISION:	MILES ON 44440				
日本政権政治に対しては公司日本にいる代表なる。	· 英学艺员或是基础创造的类型是工艺立艺艺	***********	*************	EERSSER	
1ST CUARTER 1994	JANUARY	FEBRUARY	HARCH	TOTAL	
COMKTG BASE (A)	0	0	0	0	
RJR MATCH (B)	0	0	0	0	
RETAIL HATCH (C)	0	0	0	0	
TOTAL AVAILABLE FUND	S (A+B+C)			0	
RUR AVAILABLE FUNOS	(A+B)			0	
RJR PAYMENTS				0	
RJR UNUSED BALANCE		•		0	
2ND QUARTER 1994	APRIL	HAY	JUNE	TOTAL	C
COMKTG BASE (A)	. 0	. 0	78	78	J
RJR MATCH (B)	Q	0	0	. 0	f
RETAIL MATCH (C)	0	0	0	. 0	1.
TOTAL AVAILABLE FUND	S (A+B+C)			78	
RUR AVAILABLE FUNDS	(A+B)			78	
RJR PAYMENTS				-0	
RJR UNUSED BALANCE				78(Ì
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	I
CONKTG BASE (A)	78	78	78	234	C
RJR MATCH (B)	0	-0	0	0	F
AIL HATCH (C)	0	0	0	0	U
AL AVAILABLE FUND	(3+R+A) 2c			234	٠
AVAILABLE FUNDS				234	
RJR PAYMENTS				0	
RJR UNUSED BALANCE				234	
	(PROJ)	(PROJ)	(PROJ)		
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER	TOTAL	
CONKTG BASE (A)	78	78	78	234	
RUR MATCH (B)	0	0	0	0	
RETAIL HATCH (C)	0	0	0	0	
TOTAL AVAILABLE FUND	S (A+B+C)			234	
RJR AVAILABLE FUNDS	(A+B)			234	-
RJR PAYMENTS			•	0	
RJR UNUSED BALANCE				234	
なるのではなるのではなるないのでは、	[2. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	TOTAL	
YEAR 1994 TOTAL				546	
COMKTG BASE (A) RJR MATCH (B)				0	
RETAIL MATCH (C)				Ď	
mente man fal				•	
TOTAL AVAILABLE FUNC	-			546	
RJR AVAILABLE FUNDS	(A+B)			546	
RJR PAYMENTS				. 0	

RJR UNUSED BALANCE

Contract entered in SIS effective June 1, 1994. Only \$78 available for a 3rd Quarter promotion.

If no promotion is worked in 3rd Quarter and no payment is made, RJR Payment will show as "0" amount. Unused balance reverts back to RJR.

COMKTG BASE (A)

RJR UNUSED BALANCE

: 844606 KABETSO PENNZOIL AC. TERRITORY : 407 W MAIN ST CANFIELD OR 44406 PAY DIVISION:

CHAIN ID: SEGMENT : CN

1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL	Contract effective in SIS
COMKTG BASE (A)	78	78	78	234	January 1994.
RJR MATCH (B)	. 0	0	0	0	
RETAIL MATCH (C)	0	0	0	0	
TOTAL AVAILABLE FUNDS	(A+B+C)			234	
RJR AVAILABLE FUNDS (A	(+B)			234	
RJR PAYHENTS				0	
RJR UNUSED BALANCE				234	
2ND QUARTER 1994	APRIL	MAY	JUNE	TOTAL	Contract was ended in SIS
CONKTG BASE (A)	0	. 0	0	. 0	March 31, 1994, before pay
RJR MATCH (B)	0	0	0	0	made. A negative balance
RETAIL MATCH (C)	0	0	0	. 0	appear on statement. Over
TOTAL AVAILABLE FUNDS	(A+B+C)			D	
RJR AVAILABLE FUNDS (A	•			0	
RJR PAYMENTS				234	
RJR UNUSED BALANCE		,		234)	
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	
COMKTG BASE (A)	0	0	0	0	
	_				

ded in SIS effective before payment was ve balance will ment. Overspent \$.

RJR MATCH (B) 0 P""AIL HATCH (C) 0 AL AVAILABLE FUNDS (A+B+C) KUR AVAILABLE FUNOS (A+B) 0 Û RJR PAYMENTS Ô RJR UNUSED BALANCE

(PROJ) (PROJ) (PROJ) OCTOBER NOVEMBER DECEMBER TOTAL 4TH QUARTER 1994 COMKTG BASE (A) 0 Ō 0 0 0 RJR MATCH (B) 0 0 0 RETAIL MATCH (C) 0 0

TOTAL AVAILABLE FUNDS (A+B+C) 0 RJR AVAILABLE FUNDS (A+B) RJR PAYMENTS 0 RJR UNUSED BALANCE 0 **化物的物质 医医子宫丛丛皮肤乳糜样形成异样** TOTAL YEAR 1994 TOTAL

0 RJR MATCH (B) 0 RETAIL MATCH (C) TOTAL AVAILABLE FUNDS (A+B+C) 234 234 RJR AVAILABLE FUNDS (A+B) 234 RUR PAYMENTS

630

270

360

09/25/94

TPSK52B1

RJR AVAILABLE FUNDS (A+B)

RJR PAYMENTS

RJR UNUSED BALANCE

RUR CO-MARKETING STATEMENT

09/25/94

ACC AT : 496329 EASTGATE SHELL TERRITORY : 651 CANTON RD

CHAIN ID: SEGMENT : GS

PAY DIVISION: AKRON OH 44312

中国化社会联系员区司医联系 第25年四四四四联基础联络系统	************	工程等以并为工工员的		*******	•		
1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL	Ounwanant	660 nn	Only \$351.00 was
COMKTG BASE (A)	78	78	78	234	Overspent	\$00.00.	Only \$351.00 Was
RJR MATCH (B)	39	39	39	117	available	for 2nd	Quarter Promotion.
RETAIL HATCH (C)	39	39	39	117			
WEIGHT 1911-01. (D)				• • • • • • • • • • • • • • • • • • • •			
TOTAL AVAILABLE FUNDS (/	4+B+C)			468			
RJR AVAILABLE FUNDS (A+8	3)			351			
RUR PAYMENTS				419			
RJR UNUSED BALANCE				-68			
2ND QUARTER 1994	APRIL.	MAY	JUNE	TOTAL	•		
CONKTG BASE (A)	78	78	78	234			
RJR MATCH (B)	39	39	39	117	*		•
RETAIL MATCH (C)	39	39	39	117			•
TOTAL AVAILABLE FUNDS (/	A+B+C)			468			
RJR AVAILABLE FUNDS (A+				351			
RJR PAYMENTS	• •			304			•
RJR UNUSED BALANCE				47			
KAK DUGGED DYENNOE							
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	v.		
COMKYG BASE (A)	78	78	78	234			
RJR MATCH (B)	39	39	39	117			-
P-TAIL HATCH (C)	39	39	39	117	•		•
(
👌 🐪 AL AVAILABLE FUNDS (/	A+B+C)			468			•
RJR AVAILABLE FUNDS (A+1	B)			351			
RJR PAYMENTS				0			
RJR UNUSED BALANCE				351			
	(PROJ)	(PROJ)	(PROJ)				
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER	TOTAL			
COMKTG BASE (A)	. 78	78	78	234			
RJR MATCH (B)	39	• 39	39	117			
RETAIL MATCH (C)	39	39	39	117			
TOTAL AVAILABLE FUNDS (4+R+C)			468			
RJR AVAILABLE FUNDS (A+				351			
RJR PAYMENTS	ν,			0	•		
RJR UNUSED BALANCE				351			
本の事の表現な世代は古代の言語なる よのようなな。 ひいりないか。 ひとにいいのに	**********	李本本本本本本本本本本本	2. 农共产业工工工工工工工工工工工工工	********			
YEAR 1994 TOTAL				TOTAL		•	
COMKTG BASE (A)				936			
RJR MATCH (B)				468			
RETAIL MATCH (C)				468			
•							
TOTAL AVAILABLE FUNDS (A+B+C)			1,872			
RJR AVAILABLE FUNDS (A+	B)			1,404			
RJR PAYMENTS				723			
RUR UNUSED BALANCE				681			•

RETAIL MATCH (C)

RJR UNUSED BALANCE 江龙北湖南南西南北北北江北北 就本作品本作的故事 YEAR 1994 TOTAL

CONKTG BASE (A)

RETAIL HATCH (C)

RJR MATCH (B)

RJR PAYMENTS

RJR UNUSED BALANCE

RJR PAYMENTS

TOTAL AVAILABLE FUNDS (A+B+C)

TOTAL AVAILABLE FUNDS (A+B+C)

RJR AVAILABLE FUNDS (A+8)

RJR AVAILABLE FUNDS (A+B)

09/25/94 RJR CO-MARKETING STATEMENT TPSK52B1 SAVE 4 STORE CHAIN ID: ACUL INT 4874 NEWTON FALLS RD SEGMENT : CN TERRITORY PAY DIVISION: RAVENNA OH 44266 1ST QUARTER 1994 **JANUARY FEBRUARY** TOTAL 234 COMKTG BASE (A) 78 78 78 39 39 117 39 RJR MATCH (B) RETAIL MATCH (C) 39 39 39 117 468 TOTAL AVAILABLE FUNDS (A+B+C) 351 RJR AVAILABLE FUNDS (A+B) RJR PAYMENTS 351 RJR UNUSED BALANCE JUNE TOTAL 2ND QUARTER 1994 APRIL MAY 78 234 78 CONKTG BASE (A) 78 117 RJR MATCH (B) 39 39 39 39 117 39 39 RETAIL HATCH (C) TOTAL AVAILABLE FUNDS (A+B+C) 468 351 RJR AVAILABLE FUNDS (A+B) 0 RJR PAYKENTS RJR UNUSED BALANCE 351 TOTAL 3RD QUARTER 1994 JULY **AUGUST** SEPTEMBER COMKTG BASE (A) 0 Ď RJR MATCH (B) 0 0 RETULL HATCH (C) 0 0 AL AVAILABLE FUNDS (A+B+C) RJR AVAILABLE FUNDS (A+B) 0 RUR PAYMENTS 0 RJR UNUSED BALANCE (PROJ) (PROJ) (PROJ) DECEMBER TOTAL 4TH QUARTER 1994 OCTOBER NOVEMBER 0 0 CONKIG BASE (A) ο 0 0 RJR MATCH (B) 0 O 0 ¢ 0 0

0

Contract has been ended June 30, 1994 Available Co-Marketing dollars has no been utilized in this account. Account does not qualify.

O

Đ

0

n

TOTAL 468

234

234

936

702

702

0

(PROJ)

0

234

234

234

Ò

H/H Entry: 2nd QTR CMF 1994.

\$ accruing 3rd Quarter for a promotion that can be worked and paid in 4th Quarter 1994.

(PROJ)

(PROJ)

RETAIL HATCH (C)

RJR UNUSED BALANCE

RJR PAYMENTS

AL AVAILABLE FUNDS (A+B+C)

RJR AVAILABLE FUNDS (A+B)

AL T : 339216 TERRITORY : PAY DIVISION:	SCHECK'S, INC. 405 W SOUTH ST SHREVE OH 44676		CHAIN ID: SEGMENT : SM	• •	·
			医基本性基本工作工作工程工程工程工程	========	
1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL	Contract was made effective in
CONKTG BASE (A)	0	0	0	0	April 1994. No dollars available
RJR MATCH (B) RETAIL MATCH (C)	0	0	0 0	0	for promotions until 3rd Quarter.
				•	Wrong handheld entry was made.
TOTAL AVAILABLE FUN				0 B	
RJR AVAILABLE FUNDS RJR PAYMENTS	5 (M*0)			252	A negative figure appears.
RJR UNUSED BALANCE				-252	
KOK OHOOLO DILLIANE					If promotion was really worked in
2ND QUARTER 1994	APRIL	HAY	JUNE	TOTAL	· 2nd Quarter, contract should have
CONKTG BASE (A)	56	56	56	. 168	been effective January 1, 1994.
RJR MATCH (B)	28	28	28	84	
RETAIL HATCH (C)	28	28	. 28	84	Co-Marketing Dollars Must Accrue
TOTAL AVAILABLE FUN	IDS (A+B+C)			336	(1) Quarter Prior to Quarter Promotic
RJR AVAILABLE FUNDS				252	is Worked.
RJR PAYMENTS				0	
RJR UNUSED BALANCE				252	
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	
COMKTG BASE (A)	56	56	56	168	
RJR MATCH (B)	28	28	28	84	
PETAIL HATCH (C)	28	28	28	84	•
(\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	IDS (A+B+C)			336	
AVAILABLE FUNDS	S (A+B)			252	
RJR PAYMENTS			•	.0	
RJR UNUSED BALANCE				252	
	(PROJ)	(PROJ)	(PROJ)	****	
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER	TOTAL 168	
COMKTG BASE (A)	56 28	56 28	56 28	84	•
RJR MATCH (B) RETAIL MATCH (C)	28	28	28	84	
VPINIT INITIAL (D)		***		-	
TOTAL AVAILABLE FUR	KDS (A+B+C)			336	
RIR AVAILABLE FUNDS	S (A+B)			252	
RJR PAYMENTS				0	
RJR UNUSED BALANCE				252	
######################################	E.张作林已 非写出 医血尿及尿管 经收益 经 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	<u> </u>	**********	TOTAL	
YEAR 1994 TOTAL COMKTG BASE (A)				504	
RJR MATCH (B)				252	
RETAIL MATCH (C)				252	
TOTAL AVAILABLE FUI	nuc (4+8+C)			1,008	
RJR AVAILABLE FUNDS				756	
RJR PAYMENTS	A CIVERA			252	
RJR UNUSED BALANCE				504	

TERRITORY : .	PENN SPARKLE 1616 PENNSYLVANIA EAST LIVERPOOL OH	43920	CHAIN 1D: SEGMENT : SM		
1ST QUARTER 1994 COMKTG BASE (A) RJR MATCH (B) RETAIL MATCH (C)	JAMUARY 84 0 0	FEBRUARY 84 0 0	MARCH 84 0 0	TOTAL 252 0 0	Contract entered in SIS effective January 1, 1994.
TOTAL AVAILABLE FUNDS RJR AVAILABLE FUNDS (RJR PAYMENTS RJR UNUSED BALANCE			·	252 252 0 252	Dollars available for co-marketing continues until contract ended in SIS.
2ND QUARTER 1994 COMKTG BASE (A) RJR MATCH (B) RETAIL MATCH (C)	APRIL 84 0 0	MAY 84 0 0	JUNE 84 0 0	TOTAL 252 0 0	, and a constact character of the state of t
TOTAL AVAILABLE FUNDS RJR AVAILABLE FUNDS (RJR PAYMENTS RJR UNUSED BALANCE	•			252 252 252	No payments have been made to date for this account.
3RD QUARTER 1994 CONKIG BASE (A) RJR MATCH (B) RETAIL MATCH (C)	JULY 84 0 0	AUGUST 84 0 0	SEPTEMBER 84 · 0 0	TOTAL 252 0 0	
L AVAILABLE FUNDS (RJR PAYMENTS RJR UNUSED BALANCE	A+B)	(200.13	(DDO 1)	252 252 0 252)
4TH QUARTER 1994 COMKTG BASE (A) RJR MATCH (B) RETAIL MATCH (C)	(PROJ) OCTOBER 84 0 0	(PROJ) NOVEHBER 84 0 0	DECEMBER 84 0 0	TOTAL 252 0 0	
TOTAL AVAILABLE FUNDS RJR AVAILABLE FUNDS (RJR PAYMENTS RJR UNUSED BALANCE				252 252 0 (252)
YEAR 1994 TOTAL COMKTG BASE (A) RJR MATCH (B) RETAIL MATCH (C)	· 表系表示: 在 · · · · · · · · · · · · · · · · · ·	要求股票的 计扩充线	本者以表示的表示就以及 发现的 是是	TOTAL 1,008 0	
TOTAL AVAILABLE FUNDS RJR AVAILABLE FUNDS (RJR PAYMENTS RJR UNUSED BALANCE			· .	1,008 1,008 0 1,008	

09/25/94

RJR CO-MARKETING STATEMENT

TPSK5281

Overspent \$414.00. Only \$279.00 was

available for this promotion worked

3rd Quarter.

RJR UNUSED BALANCE

1,260

ALL	4	•
TERR	ITORY	:
DAY	NIVISI	ON:

: 335553

HIGHLAND SO SPARKLE 829 W MARKET ST AKRON OH 44303

CHAIN ID: SEGMENT : SF

PAY DIVISION:	AKRON OH 44303				
计计算器 医环境性 化环境性 化甲烷基甲甲烷	23. 其代 各级 编辑 医 译符 其 整 並 生 生 生 生 生 生 生 生 生 生 生 生 生 生 生 生 生 生	************	**************	****	
1ST QUARTER 1994	JANUARY	FEBRUARY	MARCH	TOTAL	
COMKTG BASE (A)	56	56	56	168	Contract (Option 2) effective in SIS
RJR HATCH (B)	28	28	28	84	January 1, 1994.
RETAIL MATCH (C)	28	28	28	84	oundary of appear
TOTAL AVAILABLE FUND	S (A+B+C)			336	
RJR AVAILABLE FUNDS	(A+B)			252	
RJR PAYMENTS				252	
RJR UNUSED BALANCE				οŅ	
2ND QUARTER 1994	APRIL	HAY	JUNE	TOTAL	Promotion takes place 2nd Quarter and
COMKTG BASE (A)	56	56	56	168	\payment made via draft.
RJR MATCH (B)	28	28	28	84	
RETAIL MATCH (C)	- 28	28	25	. 84	H/H Entry: 1st QTR CMF 1994.
TOTAL AVAILABLE FUND	S (A+B+C)			336	•
RJR AVAILABLE FUNDS				252	,2nd Quarter \$ continue to accrue for
RJR PAYMENTS	•			0 ,	promotion that can be worked in 3rd
RJR UNUSED BALANCE				252`	Quarter. \$252.00 available monies.
3RD QUARTER 1994	JULY	AUGUST	SEPTEMBER	TOTAL	
COMKTG BASE (A)	56	56	56	168	DOLLARS WILL CONTINUE TO ACCRUE UNTIL
RJR HATCH (B)	28	28	28	84 -	CONTRACT IS ENDED IN SIS.
RETAIL MATCH (C)	28	28	28	84	CONTRACT IS EMPED IN 010:
(()					
AVAILABLE FUN				336	
NUM AVAILABLE FUNDS	(A+B)			252	
RIR PAYMENTS				252	
RJR UNUSED BALANCE	/nnn 11	(0001)	/DDG 13	. 0	
/TH 6445TC6 400/	(PROJ) OCTOBER	(PROJ) NOVEMBER	. (PROJ.) December	TOTAL	
4TH QUARTER 1994	56	56	56	168	
COMKTG BASE (A)	28	28	28	84	
RJR MATCH (B) RETAIL MATCH (C)	28	28	28	84	
TOTAL AVAILABLE FUN	VC ((TDTC)			336	
RIR AVAILABLE FUNDS				252	
RJR PAYMENTS	(ATD)			0	
RIR UNUSED BALANCE				252	
YEAR 1994 TOTAL	************	*********		TOTAL	
COMKTG BASE (A)		•		672	
RJR MATCH (B)				336	
RETAIL MATCH (C)				336	
TOTAL AVAILABLE FUN	DS (A+B+C)			1,344	
RJR AVAILABLE FUNDS				1,008	
RJR PAYMENTS	•			504	

PROMOTION PAYMENT GUIDELINES

IF THE PROMOTION COSTS LESS THAN THE TOTAL AVAILABLE FUNDS:

If the promotion costs less than COMKTG BASE, RJR will only pay the "exact" cost of the promotion.

If the promotion costs less than TOTAL AVAILABLE FUNDS in RJR/Retail Match accounts, RJR will pay the co-marketing base amount plus 50% of the difference between the base amount and the cost of the promotion (not to exceed the Base and RJR Match).

IF THE PROMOTION COSTS MORE THAN THE TOTAL AVAILABLE FUNDS:

((

If the promotion costs more than TOTAL AVAILABLE FUNDS, RJR will only pay COMKTG BASE plus the RJR MATCH, if applicable.

SAMPLE SCENARIOS

TPSK52B1	TEMENT	03/18/		
ACCOUNT: 123456 JOE SALES LEVEL: 214001 401 PAY DIVISION: 2140 WIN	E'S MARKET N. MAIN STREE STON-SALEM, NO	ET 27101	CHAIN ID: SEGMENT: CONTRACT TYPE	: ALL
=======================================			(PROJ)	
1ST QUARTER 1994	JANUARY	PEBRUARY	MARCH	TOTAL
COMRTG BASE (A)	46	46	46	138
RETAIL MATCH (C) -4	23 23	23 23	23 23	69 69
TOTAL AVAILABLE FUNDS				276
RJR AVAILABLE FUNDS	(A+B)			207-
RJR PAYMENTS				207
RJR UNUSED BALANCE	(PROJ)	(PROJ)	(PROJ)	201
2ND QUARTER 1994	APRIL	YAM	JUNE	TOTAL
COMETE BASE (A)	46	46	46	138
RJR MATCH (B)	23	23	23	69
RETAIL MATCH (C)	23	23	23	69
TOTAL AVAILABLE FUNDS	•			276 207
RJR AVAILABLE FUNDS RJR PAYMENTS	(A+B)			201
RJR UNUSED BALANCE				207
RUR UNUSED DADANCE	(PROJ)	(PROJ)	(PROJ)	20.
3RD QUARTER 1994	JULY	AUGUST		TOTAL
COMKTG BASE (A)	46	46	46	138
RJR MATCH (B)	23	23	23	69
RETAIL MATCH (C)	23	23	23	69
TOTAL AVAILABLE FUND				276
RJR AVAILABLE FUNDS	{A+B}			207
RJR PAYMENTS RJR UNUSED BALANCE		U		207
VAN AUADEN BUTTUE	(PROJ)	(PROJ)	(PROJ)	201
4TH QUARTER 1994	OCTOBER	NOVEMBER	DECEMBER	TOTAL
COMKTG BASE (A)	46	46	46	138
RJR MATCH (B)	23	23	23	69
RETAIL MATCH (C)	23	23	. 23	69
TOTAL AVAILABLE FUND				276
RJR AVAILABLE FUNDS RJR PAYMENTS	(A+B)			207
RJR PAIMENTS . RJR UNUSED BALANCE				207
KOK UNUSED BALANCE	*******			
YEAR 1994 TOTAL		- -		TOTAL
CONTG (A)	.	21000	AIR	552
RJR MATCH (B)	<i>t</i> .	Xam	ててに	. 276
RETAIL MATCH (C)	•		1	276
TOTAL AVAILABLE FUNDS				1, 104
RJR AVAILABLE FUNDS	(A+B)			828
RJR PAYMENTS		9486 ** 81	c C	0 828
rjr unused Balance		TECO AROL		₽ ₹8

What if the promotion costs less than the base amount?

If the promotion costs less than the base amount (\$138 in this example), RJR will only pay the exact cost of the promotion. Let's say the promotion cost \$100. Even though the base amount is \$138, RJR will only pay \$100 to the retailer for the cost of the promotion.

What if the promotion costs less than the Total Available Funds?

If the promotion costs less than the Total Available Funds, RJR will pay the COMKTG BASE plus 50% of the difference between the base amount and the cost of the promotion. In this example COMKTG BASE = \$138²⁰, the RJR Match = \$69³⁰, and the Retail Match = \$69³⁰ for a total of \$276. Let's say the promotion only cost \$216. Following is summary of how payment would be calculated:

Cost of Promotion	\$216
Less COMKTG BASE	- \$138
= Remainder to be paid	\$78
•	x 50 %
= RJR Match	\$39

RJR's total payment to the retailer is \$138 (COMKTG BASE) plus \$39 (50% of the remaining cost of the promotion) for a total of \$177.

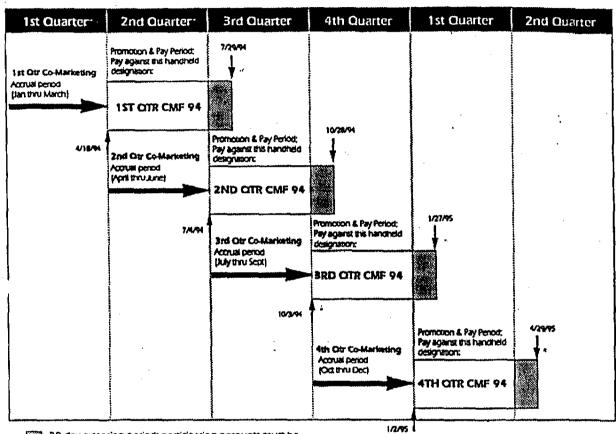
What if the promotion costs more than the Total Available Funds?

If the promotion costs more than the Total Available Funds, RJR will only pay the COMKTG BASE plus the RJR Match. In this example, COMKTG BASE = \$138², the RJR Match = \$69³ and Retail Match = \$69³, for a total of \$276³. Following is summary of how payment would be calculated:

Cost of Promotion	\$300
Less COMKTG BASE	- \$138
= Remainder to be paid	\$162
Less RJR Match	- \$69
= Amount Retailer Responsibility	\$93

RJR's total payment to the retailer is \$138 (COMKTG BASE) plus \$69 (RJR Match) for a total of \$207. This amount equals the figure displayed under RJR AVAILABLE FUNDS.

The following chart depicts how each payment period follows the quarterly accrual period. Please note that all Co-Marketing Payments must be completed within the assigned 120 day payment period.



30-day extension period; participating accounts must be paid by the deadlines displayed on this chart

Rate: \$1.00

How to Make Payments

Co-Marketing payments in the Display Payments section of TPS may be paid either by voucher or draft, and entered via the office PC and handheld computer, respectively. The display codes and payment information are summarized below.

Paymond Description	Handbold/FC Designation	G/L Code	Rate	Begin Date	East Date
Let Qu. Co-Marketing Fund Pyret 94	IST OTTA CHIE PH	04-41-0110-0000-000	\$1.00	4/12/94	7/29/94
2nd Qtr. Co-Marketing Fund Pysis 94	2HD QTR CMF N	04-41-0110-0000-000	\$1,00	7/4/94	10/28/94
Jed Qir. Co-Marketing Fund Pyet 94	SRD QTR CAS' 94	04-41-0110-0000-000	\$1,00	10/3/94	1/27/95
46, Qtr. Co-Marketing Fund Pyret 94	4TH QTE CASE 94	04-41-0110-0000-000	\$1,00	1/2/95	47941

Psyments should be rounded to the nearest \$1.00, it is critical that psyments coincide with the quarter in which the funds were accrued. For example, a payment made in September would be charged to 2ND QTR CMF 94 since the funds were accrued during the 2nd quarter.

Retailer/Chain Name:	<u> </u>	.I.S./Chain I.D. Number:
RJR Representative:		DIv./Terr. Name & #:
Promotion Cycle Dates:		romotion Type:
RJR Brand Family/Styles:		
Retailer agrees to provide the following		
RJR agrees to provide the following pro	·	·
Product pricing decisions remain the rig	ght and responsibility of the pa	articipating retailer. supplied materials. If retailer utilizes its own,
retailer is responsible for meeting all leg	-	supplied materials. If tetalier utilizes its own,
Reimbursement may not occur if promo	otional requirements, as stated	i above, are not fully executed.
RJR total liability is limited to co-market	ting promotion accrual "fund t	palance" only.
If "fund balance" is exceeded, the amount	unt which exceeds the "fund I	palance" will be the responsibility of the retailer
Promotional costs will be paid from co- completion of promotion.	marketing promotion accrual	as soon as practicable following successful
Retailer Signature/Date	Final Total Promotional Cost	RJR Draft/Voucher #
RJR Signature/Date	RJR Reimbursement Amoun	

RJR Employee Copy